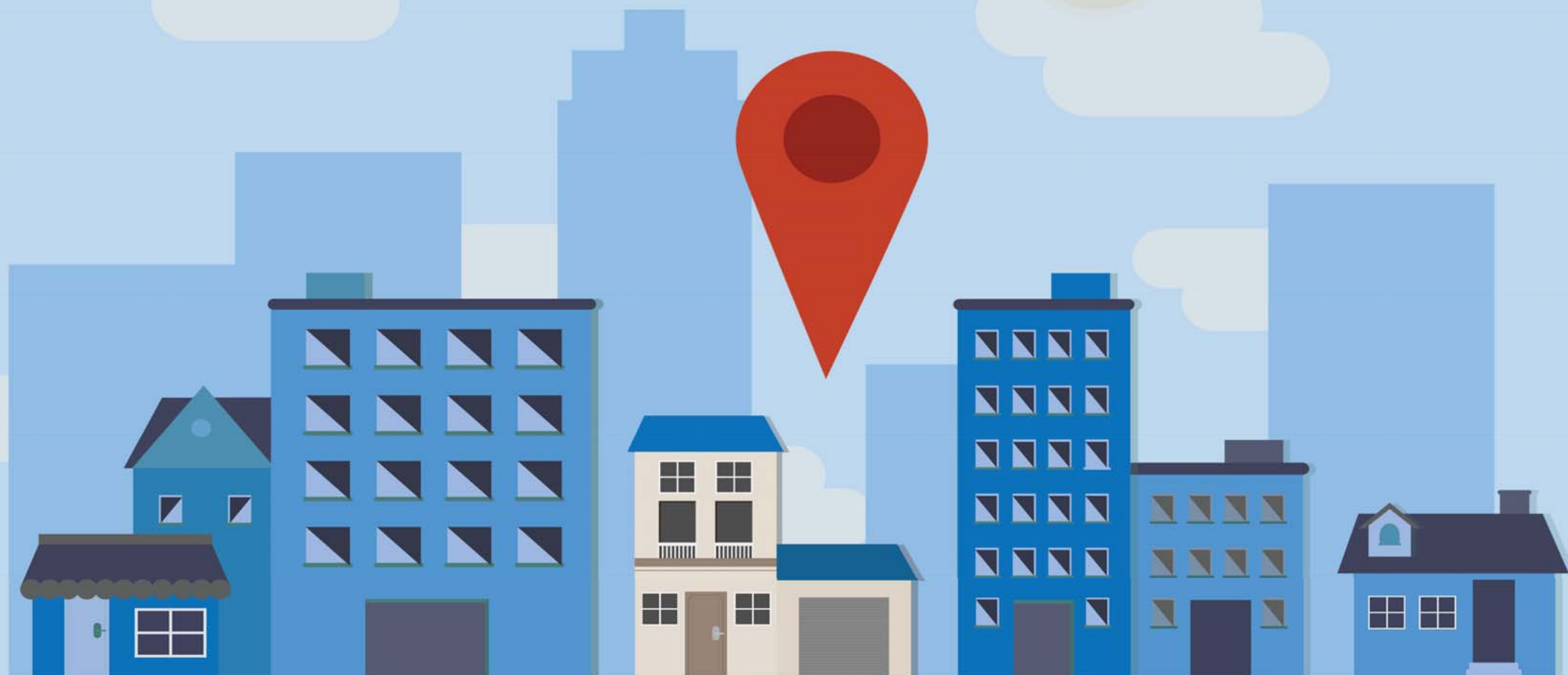




DELFI PARTNERS & Co.



LOCATION ANALYTICS by Delfi Analytics (real estate desk)

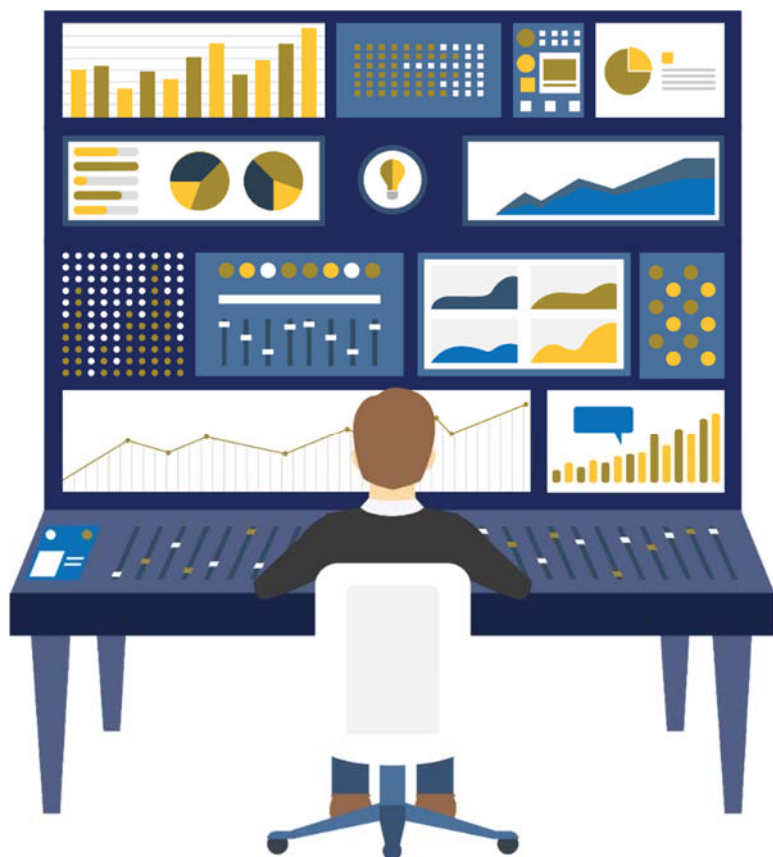
Property type: Houses | **Location under investigation:** Pegeia, Pafos

August 2016



Introduction

Delfi Analytics has gathered, aligned and filtered data from the Land Registry and other reliable sources extracting real insights and allowing location and asset type-specific in-depth analysis. The following pages present a high level overview of our insights into home sales in Pegeia Municipality, Pafos over the period 2013-2015.



Delfi Real Estate Analytics is a revolutionary platform that enables users to analyse and visualise graphically data using cross-tabulations that depict actual transactions and data projections.

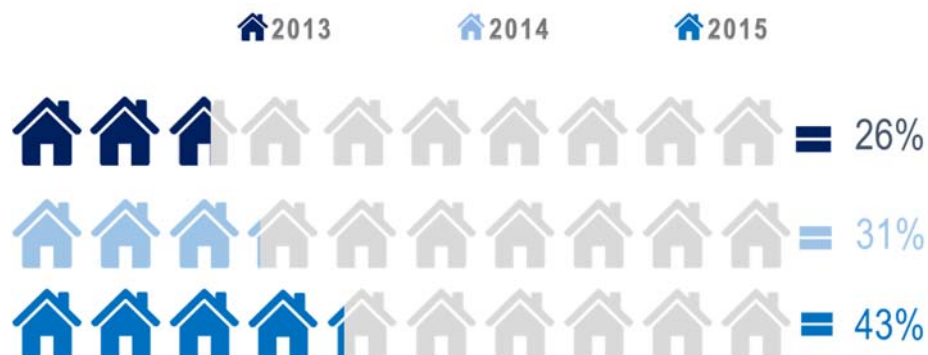
Delfi Analytics uses proprietary algorithms to continuously gather, analyse and transform ever growing amounts of data from various sources into an optimised platform that enables businesses to dynamically and strategically analyse and react to ever changing environments.

The Delfi Real Estate Analytics uses advanced statistical and econometric analysis of data sourced from the most reliable and scrutinized sources, including the Land Registry, Cy Stat, IMF projections, as well as primary research.

Analysis of both demand and supply is performed for each property sector in order to provide the most accurate and thoroughly analysed data available.



Sales in Pegeia Municipality, Pafos 2013-2015

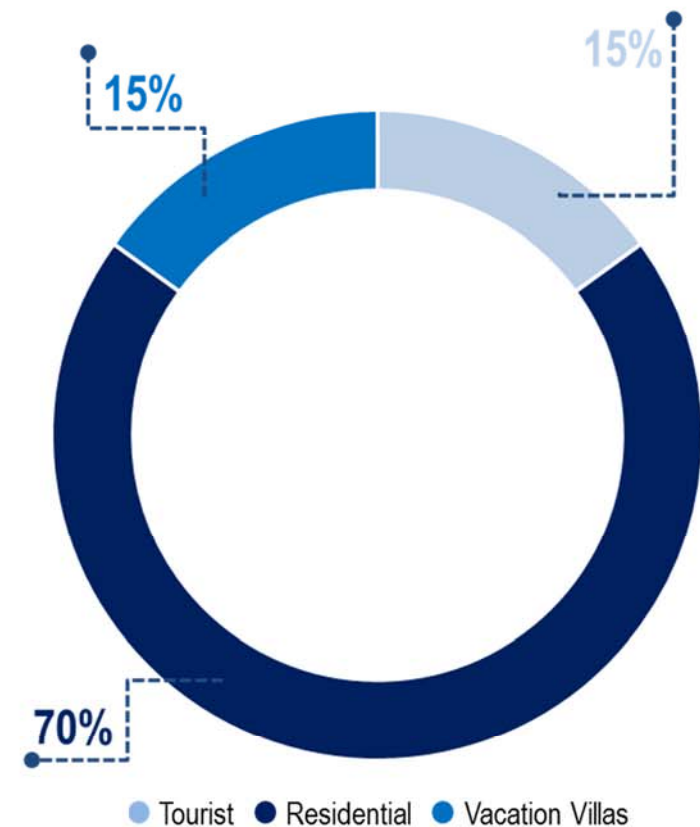
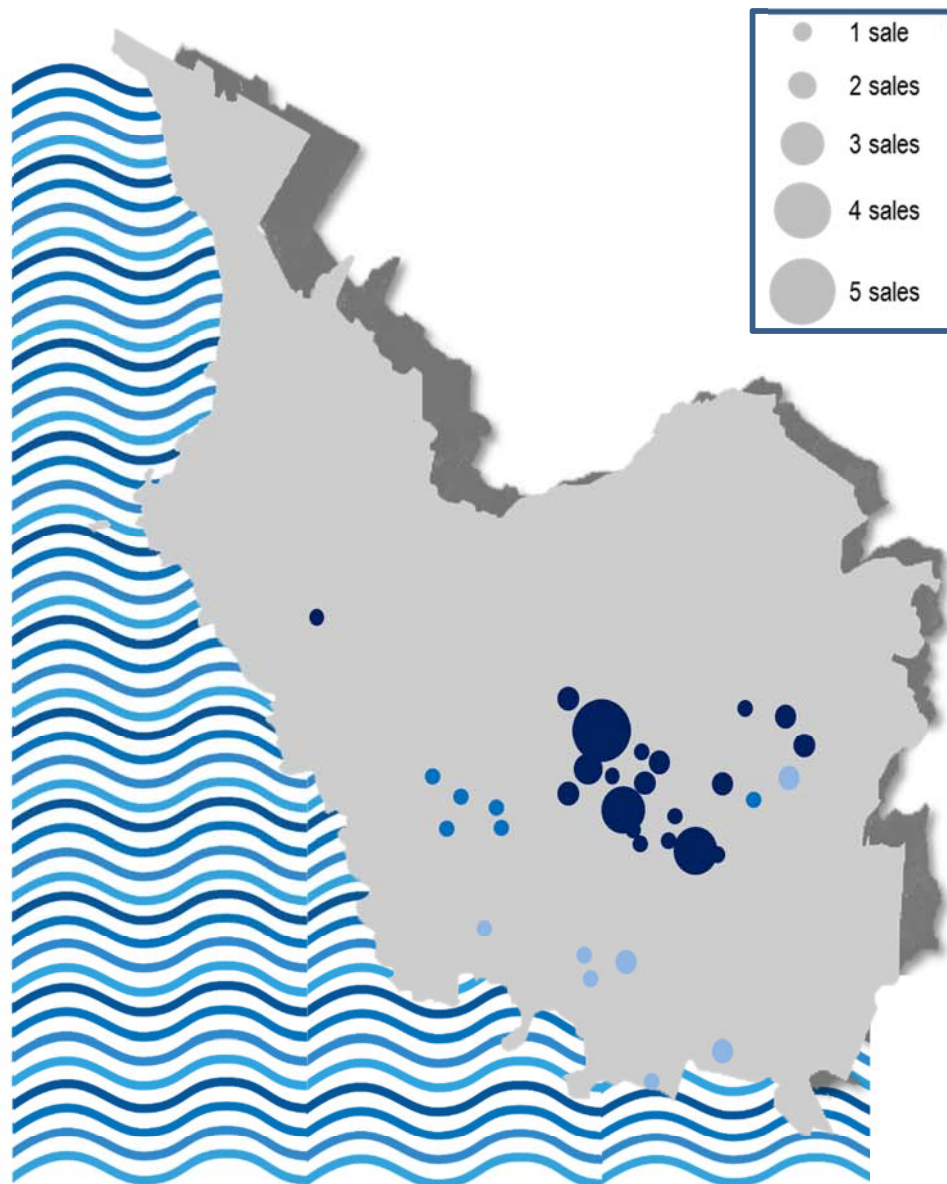


In Pegeia, 54 houses were sold in the last three years (2013-2015) and 14 of them were sold in 2013, 17 in 2014 and 23 in 2015. This gradual increase in house sales in the specific area demonstrates the diminishing effect of the 2013 crisis and the gradual recovery of the local economy of Pegeia and the demand for residences.



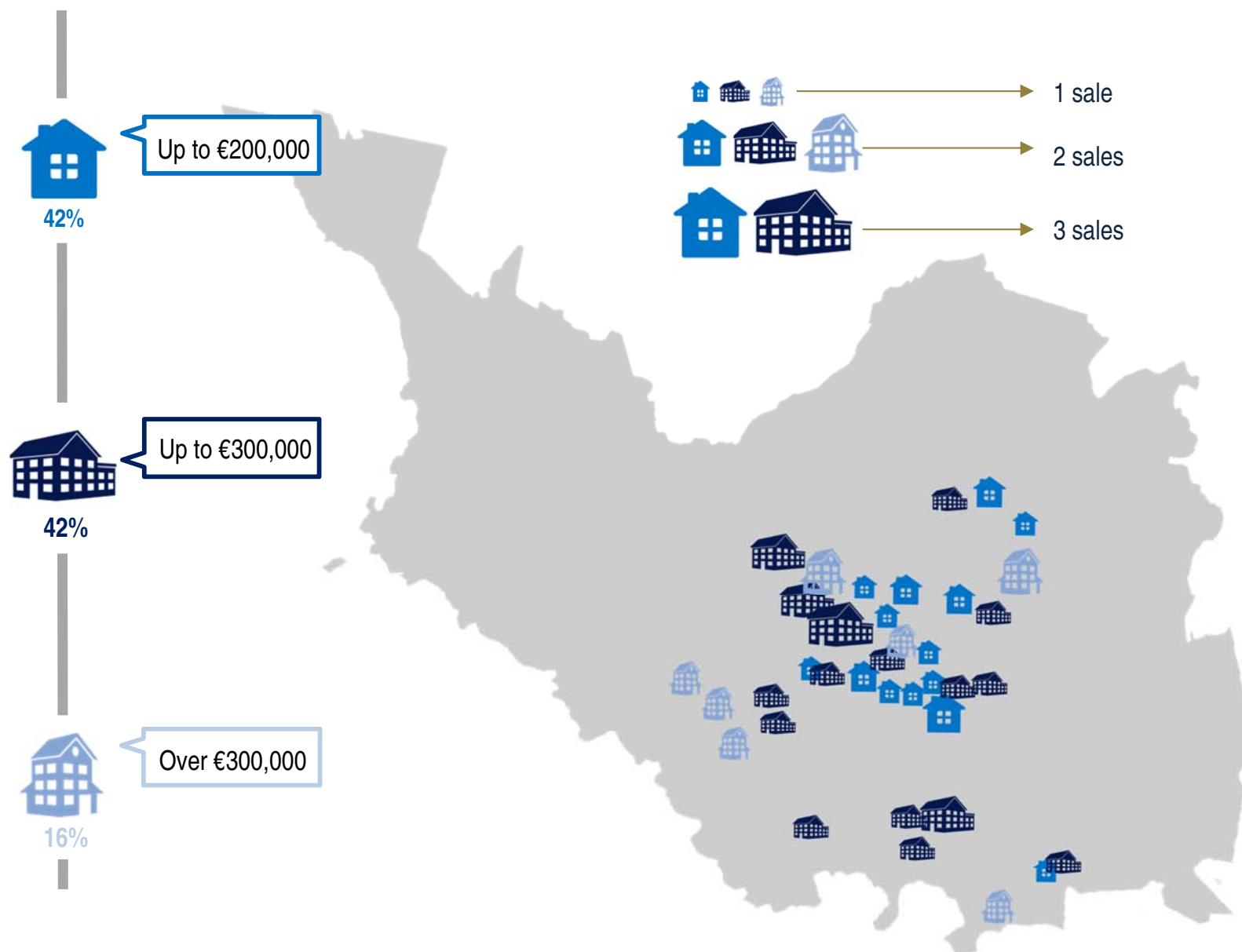


Sales in Pegeia Municipality, Planning Zones (2013-2015)



The vast majority of the houses sold in Pegeia for the past 3 years were sold within the residential zone in the heart of Pegeia village and not in the tourist areas. Pegeia has the largest British expat population concentration at municipality level not only in the Paphos district but also in the country.

Sales in Pegeia Municipality, Price Range (2013-2015)



- Over the last 3 years **84%** of the sales in Pegeia was for houses up to **€300,000**.
- This indicates that medium sized houses/ properties (particularly the ones eligible for permanent residence permits) are more liquid in the area. All houses sold above €300,000 are located in the Pegeia village centre.



Delfi Analytics

With our in-house databank of the most relevant & up-to-date data, Delfi Partners is changing the way organisations in Cyprus & Greece understand and utilise data to enable them to make better decisions, optimise strategies, create better business models & capitalise on new opportunities.

Our Databank stores the most accurate dataset in Cyprus & Greece, spanning across multiple time-frames, allowing reliable empirical analysis at the micro-level.

Innovative thinking, fresh data and insights keep your business ahead of the competition. Unlock the value of your data faster with Delfi Real Estate Analytics cross-validation tools:

- > Business Performance information (per sector, property-type & area level)
- > Transactional evidence validation
- > Property liquidity analysis & vacancy rate analysis of particular areas and/or streets
- > Financial performance sector & location comparison & benchmarking



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